

Presentation on Results

Q4 & FY 2013-14



Motherson Sumi
Systems Limited



a member of Samvardhana Motherson Group

Performance Highlights

- MSSL achieves consolidated revenues of US\$ 5 billions for the year 2013-14, one year ahead of target for Vision 2015.
- Consolidated Sales up by 20%, PBT by 84% & PAT by 72% for the full FY 2013-14.
- Consolidated Sales up by 26%, PBT* by 51% & PAT by 55% for Q4 FY 13-14.
- Highest ever earnings for the quarter as well for the year reported both on Consolidated as well on standalone basis
- SMR reports highest ever operating profit, PBT and PAT for the quarter and full year.
- Capital Expenditure of Rs 1,352 crore incurred during FY13-14, net reduction in debt by Rs 376 crores, in spite of weakening of Rupee
- Declared dividend of Rs 2.50 per share on enhanced capital on account of bonus issue
- New orders from customers worth Euro 2.44 Billion for SMP and worth Euro 1.56 Billion for SMR in current financial year.

New Orders won during 2013-14



Samvardhana Motherson Reflectec

**New orders
worth
Euro 1.56 Bn**



Samvardhana Motherson Peguform

**New orders
worth
Euro 2.44 Bn**

MSSL : Motherson Sumi Systems Ltd (CIN-L34300DL1986PLC026431), SMR : Samvardhana Motherson Reflectec, SMP : Samvardhana Motherson Peguform,
{* Exchange Differences (net) on ':- Long Term Loans:}



Q4 FY 2013-14

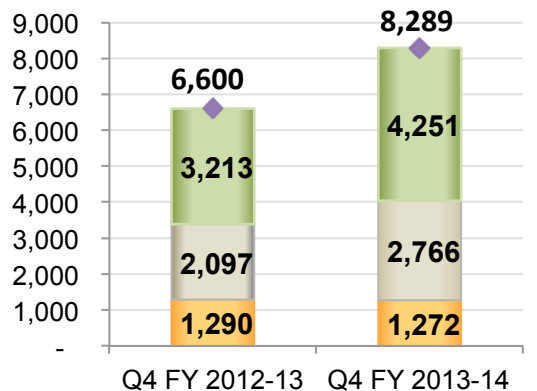
VS.

Q4 FY 2012-13

MSSL Consolidated : Q4 FY 2013-14 vs. Q4 FY 2012-13

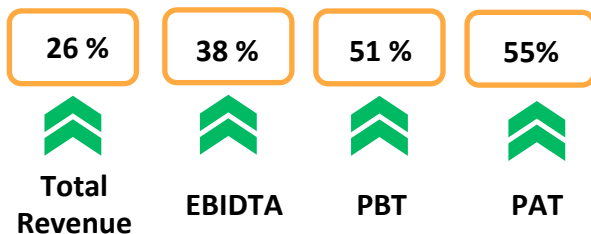
(Rs. in Crores)

» Sales

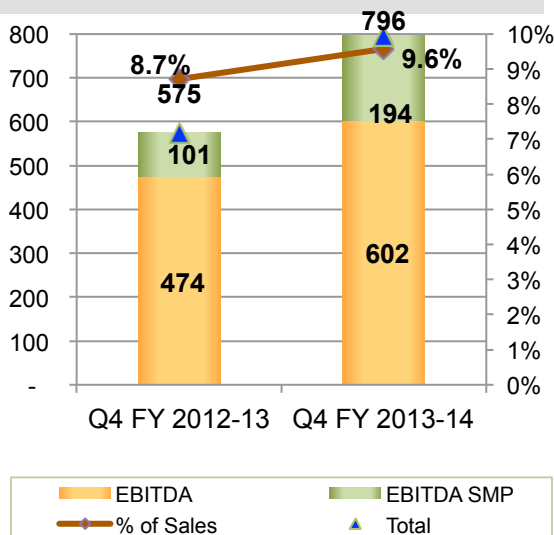


Within India Outside India SMP Total

» Growth



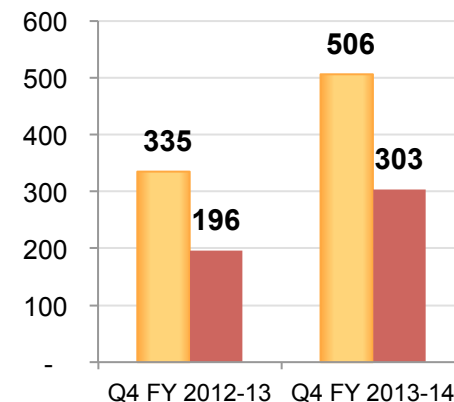
» EBITDA* / % to Sales



Q4 FY 2012-13 Q4 FY 2013-14

EBITDA EBITDA SMP
% of Sales Total

» PBT * & PAT#



PBT PAT

Notes :

	Q4 2012-13	Q4 2013-14
For the Quarter (Rs. Crores)		
Exchange Loss / (Gain) on Long Term Loans	(28.34)	(70.31)

- » Profit after tax (Concern share) is after :
- accounting for exchange loss/(gain)
 - after minority interest.

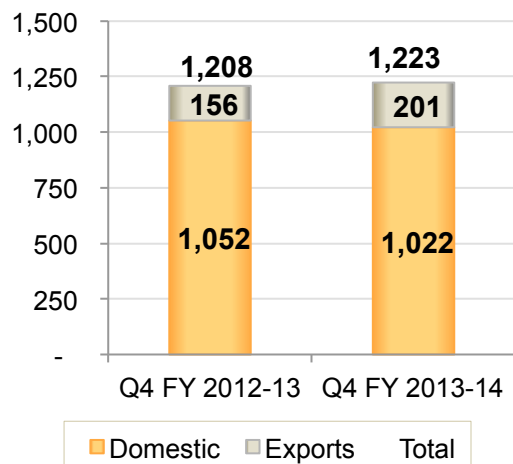
{* Before exchange loss/ (Gain)}
concern share



MSSL Standalone : Q4 FY 2013-14 vs. Q4 FY 2012-13

(Rs. in Crores)

» Sales



» Growth

19 %



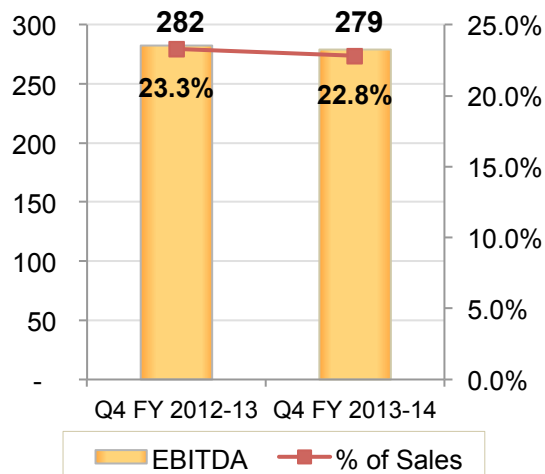
PBT

19 %

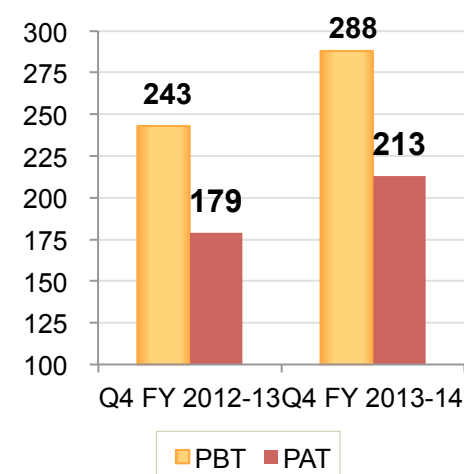


PAT

» EBITDA* / % to Sales



» PBT * & PAT



Notes :

For the Quarter (Rs. Crores)	Q4 2012-13	Q4 2013-14
Exchange Loss/ (Gain) on Long Term Loans	(9.63)	(16.26)

- » Profit after tax is after :
- accounting for exchange loss/(gain) .

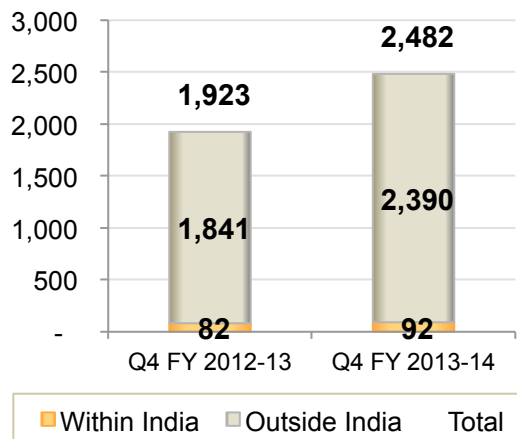
{* Before exchange loss/ (Gain)}



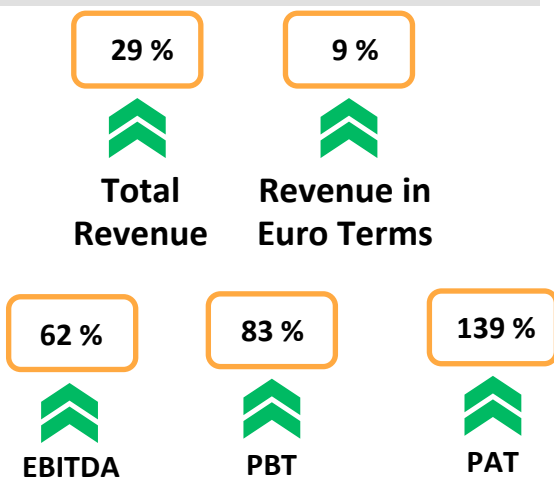
SMR : Q4 FY 2013-14 vs. Q4 FY 2012-13

(Rs. in Crores)

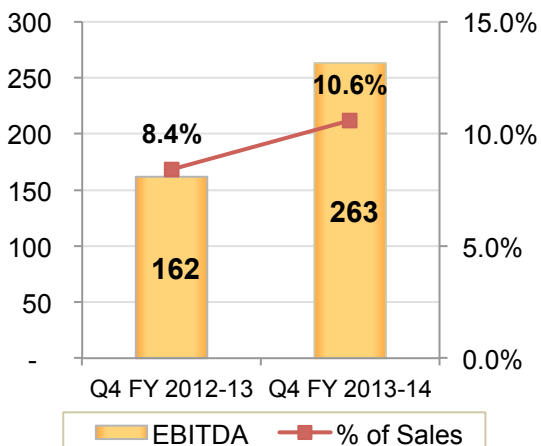
» Sales



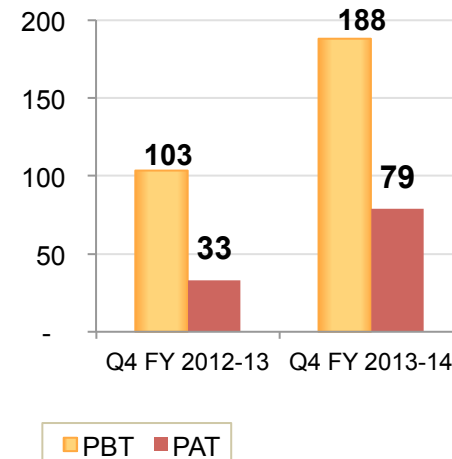
» Growth



» EBITDA* / % to Sales



» PBT * & PAT#



Notes :



**For the Quarter
(Rs. Crores)**

	Q4 2012-13	Q4 2013-14
Exchange Loss / (Gain) on Long Term Loans	3.63	(0.83)



Profit after tax (Concern share) is after :

- accounting for exchange loss/(gain)
- minority interest.

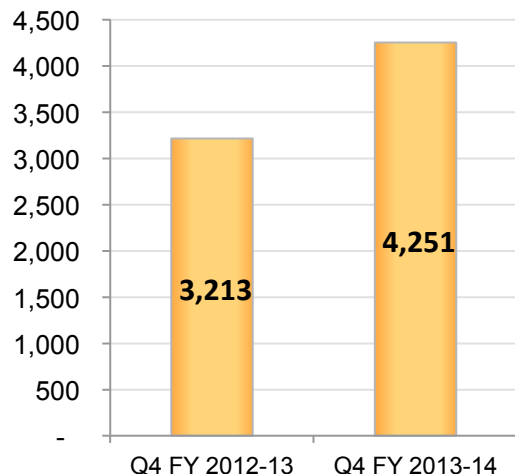
{* Before exchange loss/ (Gain)}
concern share



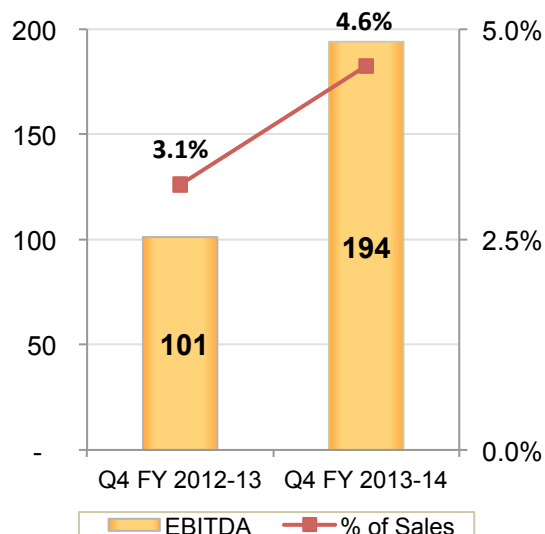
SMP : Q4 FY 2013-14 vs. Q4 FY 2012-13

(Rs. in Crores)

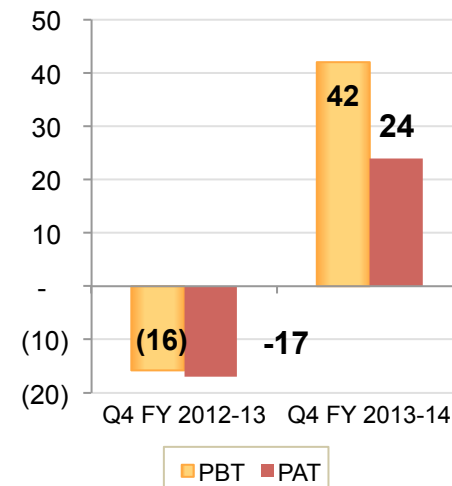
» Sales



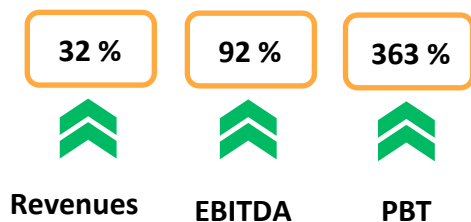
» EBITDA* / % to Sales



» PBT * & PAT#



» Growth



Notes :



For the Quarter (Rs. Crores)	Q4 2012-13	Q4 2013-14
Exchange Loss/ (Gain) on Long Term Loans	(22.33)	(53.21)



Profit after tax (Concern share) is after :

- accounting for exchange loss/(gain) on US \$ Loans guaranteed by shareholders , booked as charge to P/L account
- minority interest.

{* Before exchange loss/ (Gain)}
concern share



12 months FY 2013-14

VS.

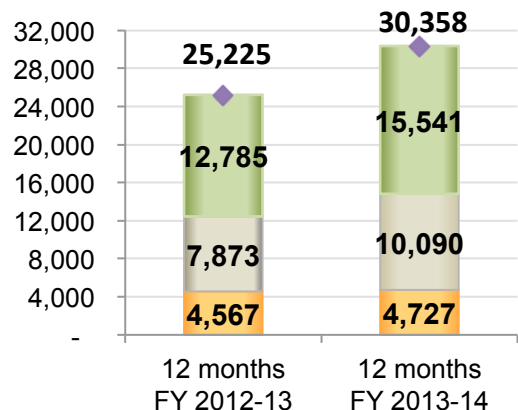
12 months FY 2012-13

MSSL Consolidated :

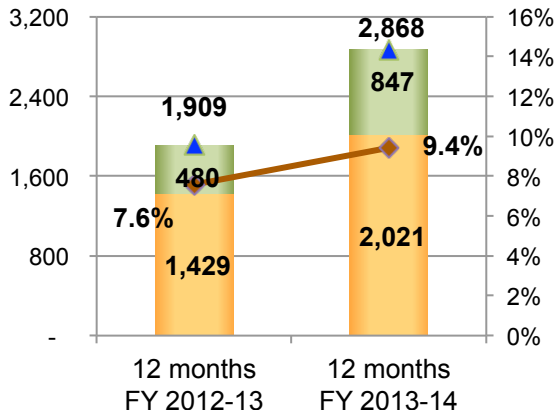
12 months FY 2013-14 vs. 12 months FY 2012-13

(Rs. in Crores)

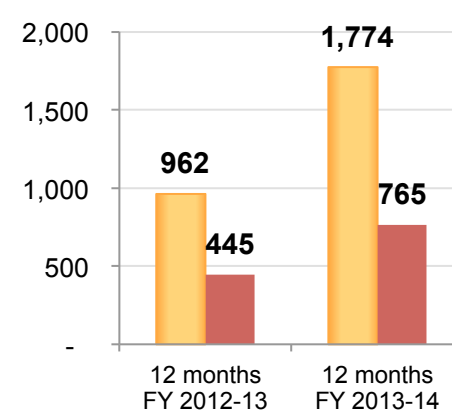
» Sales



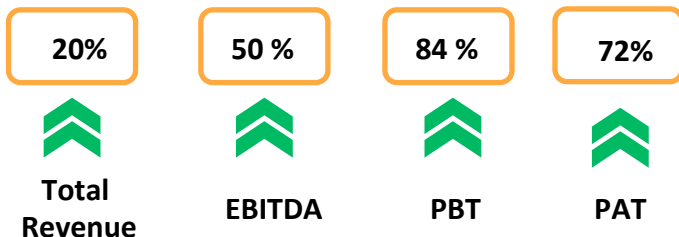
» EBITDA* / % to Sales



» PBT * & PAT#



» Growth



Notes :

For the Period (Rs. Crores)	12 months 2012-13	12 months 2013-14
Exchange Loss/ (Gain) on Long Term Loans	127.91	177.71

» Profit after tax (Concern share) is after :

- accounting for exchange loss/(gain)
- after minority interest.

{* Before exchange loss/ (Gain)}
concern share

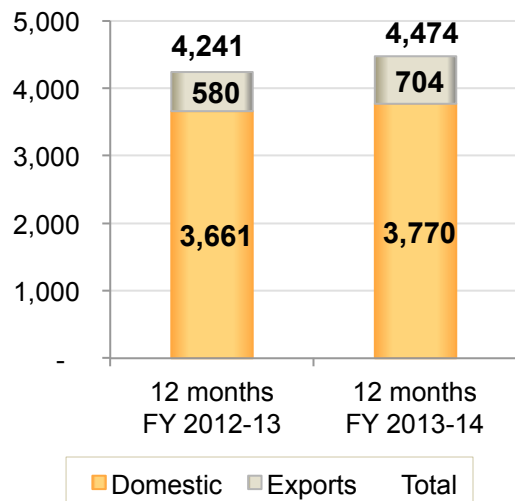


MSSL Standalone :

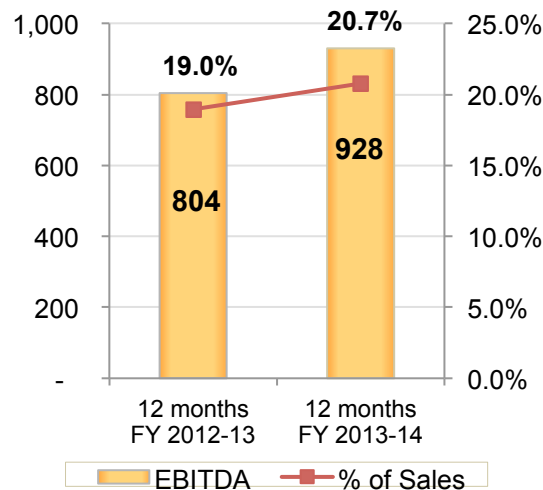
12 months FY 2013-14 vs. 12 months FY 2012-13

(Rs. in Crores)

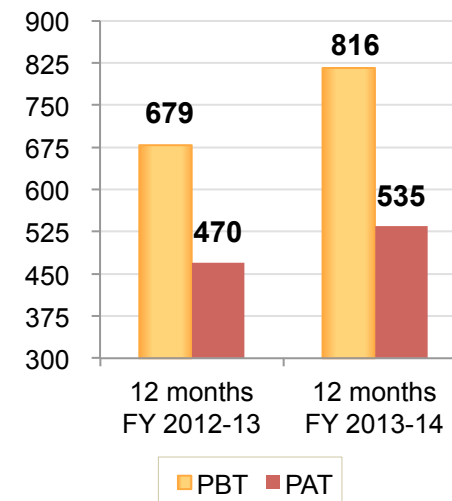
» Sales



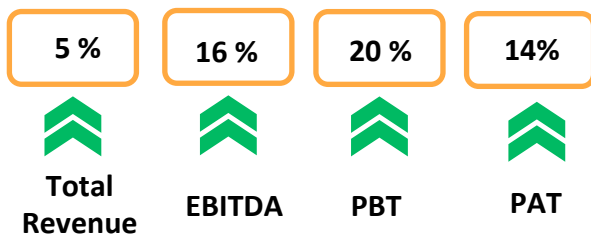
» EBITDA* / % to Sales



» PBT * & PAT



» Growth



Notes :

For the Period (Rs. Crores)	12 months 2012-13	12 months 2013-14
Exchange Loss/ (Gain) on Long Term Loans	29.03	57.60

- » Profit after tax (Concern share) is after :
I. accounting for exchange loss/(gain) .

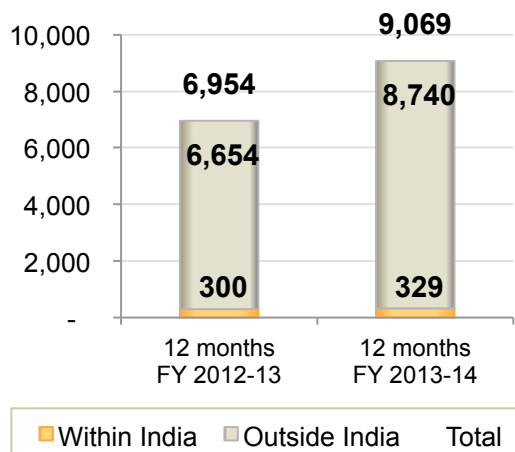
{* Before exchange loss/ (Gain)}



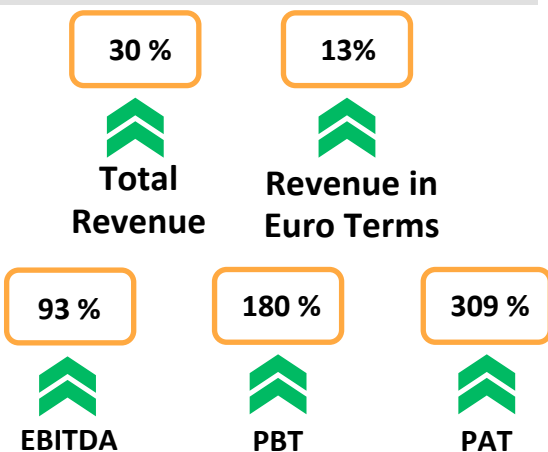
SMR : 12 months FY 2013-14 vs. 12 months FY 2012-13

(Rs. in Crores)

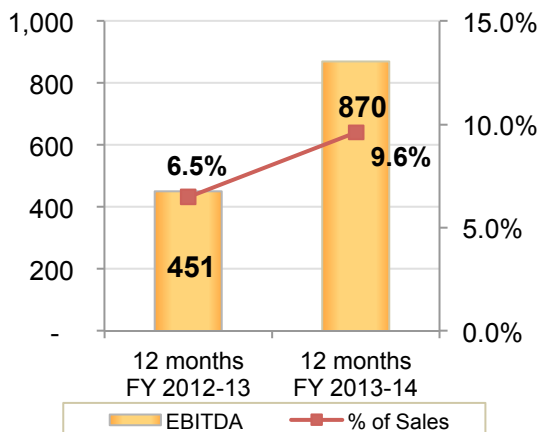
» Sales



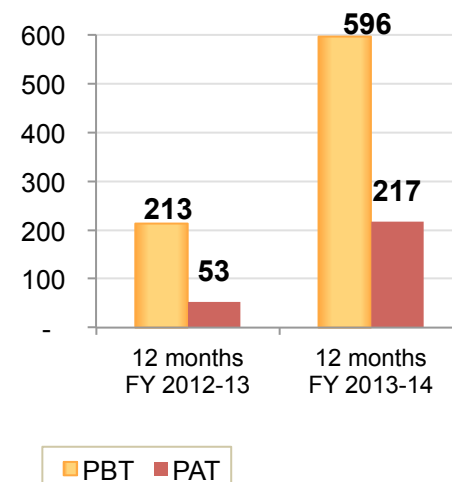
» Growth



» EBITDA* / % to Sales



» PBT * & PAT#



Notes :



For the Period (Rs. Crores)	12 months 2012-13	12 months 2013-14
Exchange Loss/ (Gain) on Long Term Loans	9.67	(11.64)



- Profit after tax (Concern share) is after :
- accounting for exchange loss/(gain)
 - minority interest.

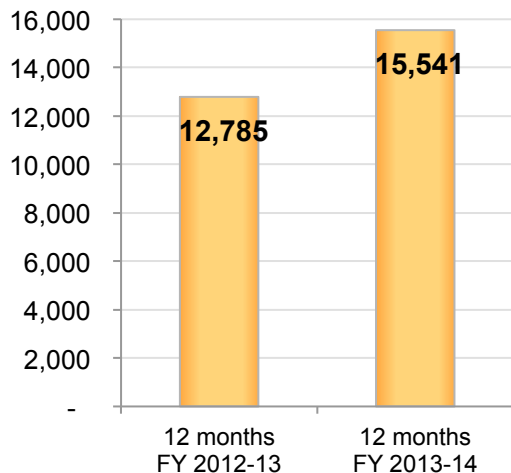
{* Before exchange loss/ (Gain)}
concern share



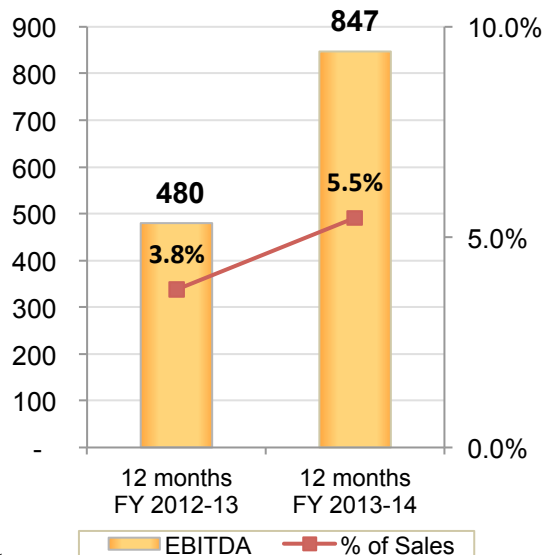
SMP: 12 months FY 2013-14 vs. 12 months FY 2012-13

(Rs. in Crores)

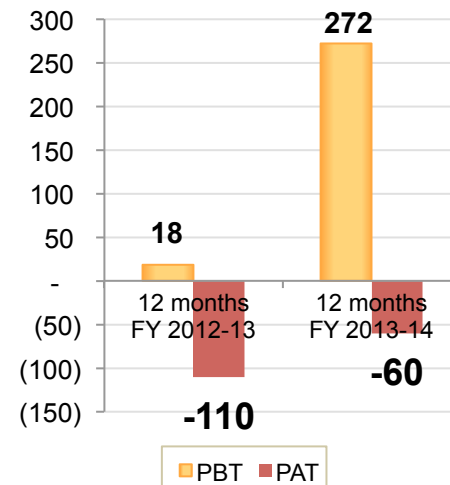
» Sales



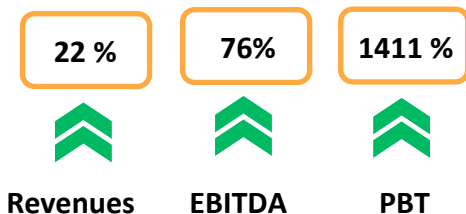
» EBITDA* / % to Sales



» PBT * & PAT#



» Growth



Notes :



**For the Period
(Rs. Crores)**

**12 months
2012-13**

**12 months
2013-14**

Exchange Loss/ (Gain) on Long Term Loans

89.22

131.75

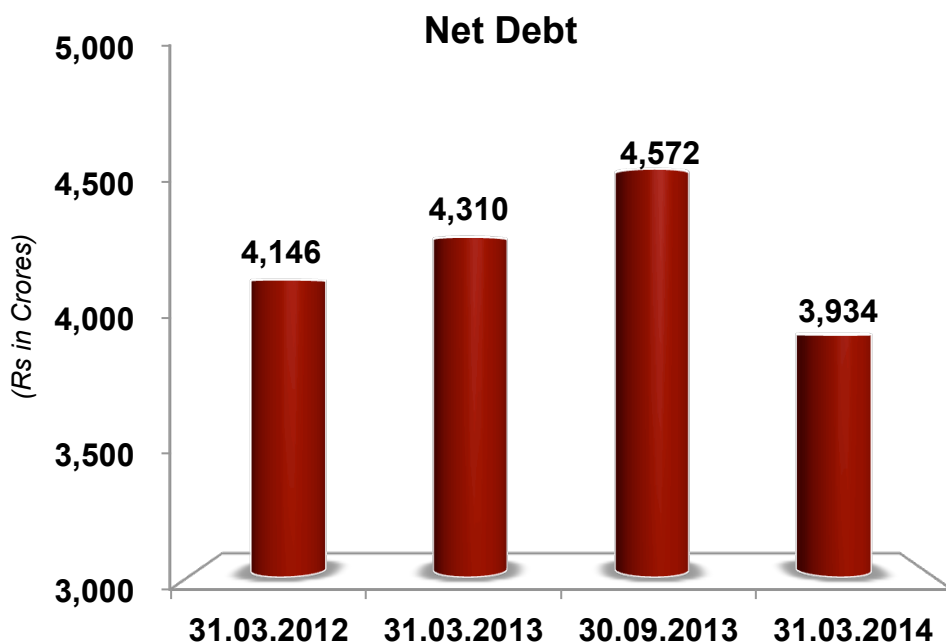


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- minority interest.

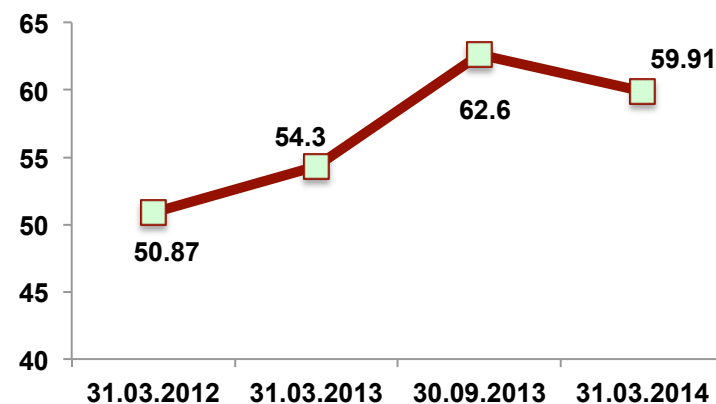
{* Before exchange loss/ (Gain)}
concern share



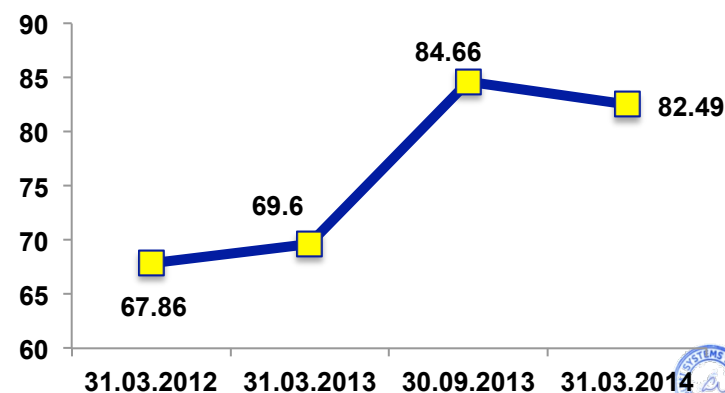


Exchange Rates applied for Debt Consolidation

Exchange Rates (Rs / USD)



Exchange Rates (Rs / Euro)



Thank You ...



A Relationship Built on Trust
